

# STATE

## INDUSTRIES OF THE FUTURE



### SUCCESS STORY

#### MAINE

##### SEP SPECIAL PROJECTS GRANTS

FY 2001 - \$200,000

FY 2002 - \$190,000

##### FOCUS INDUSTRIES

Pulp and Paper

Secondary Wood Products

Metal Products

##### PARTICIPATING ORGANIZATIONS

Maine Metals Products Association

Maine Pulp and Paper Association

Maine Wood Products Association

Maine Technology Institute

Maine Department of Environmental Protection

Maine Manufacturing Extension Partnership

Maine State Planning Office

University of Maine System

Maine State Chamber of Commerce

Maine Environment and Energy Center

Weyerhaeuser Corporation

Maine Department of Economic and Community Development

### IMPLEMENTING INDUSTRIES OF THE FUTURE IN MAINE

The Office of Energy Efficiency and Renewable Energy's Industrial Technologies program is working with partners from the State of Maine to develop a Maine Industries of the Future (IOF). The purpose of the state-level initiative is to enhance energy and economic security in key state industries, including metal products, secondary wood products, and pulp and paper. These industries are an important source of jobs and raw materials in the state.

#### STRATEGY

The goal of the Maine IOF is to promote research partnerships while providing a framework for identifying and pursuing joint research, development, commercialization, demonstration, and outreach with the State of Maine and the secondary wood products, metals, pulp and paper, and crosscutting industries. The initiative also aims to develop industry-specific roadmaps and visions unique to Maine and, subsequently, to move industries toward improving productivity through energy efficiency, waste reduction, and utilization of new technologies.

This strategy was originally laid out in a Memorandum of Understanding signed by Governor King and DOE official Denise Swink. The effort has maintained a high profile due to the strong backing of the Governor, key state commissioners, university officials, and industry executives.

#### INDUSTRIES OF THE FUTURE IN MAINE

INDUSTRIES	EMPLOYEES	WAGES (\$1,000)	VALUE OF SHIPMENTS (\$1,000)
AGRICULTURE	19,433	160,571	568,222
ALUMINUM	N/A	N/A	N/A
CHEMICAL	1,700	75,736	349,000
FOREST PRODUCTS	17,545	814,385	5,358,827
GLASS	N/A	N/A	N/A
METAL CASTING	N/A	N/A	N/A
MINING	333	2,261	103,000
PETROLEUM	20	N/A	N/A
STEEL	N/A	N/A	N/A

## PROJECTS/ACHIEVEMENTS

The State of Maine has used its Special Projects grants and associated state funds to quickly ramp up its relatively young IOF program. A number of program activities are currently underway:

- To facilitate communication, the initiative publishes a regular newsletter and maintains a Web site: [www.maineiof.org](http://www.maineiof.org)
- Roadmaps/vision events were held for all three major industry sectors in 2001. These workshops should assist each industry group to implement their action plan in the next few years.
- The Maine IOF is exploring the potential for a "Center of Excellence" at the University of Maine to aid the wood products industry.
- An energy and technology expo was held at the University of Maine in September 2001. The exposition publicized the benefits that companies have derived from the utilization of advanced technologies and demonstrated new technologies, University of Maine R&D facilities, and current opportunities for the commercialization of energy-efficiency technologies. The expo included workshops on best practices, Motor Master software, and International Paper's CHP success.
- The Maine IOF is developing an opportunity to showcase Kady International's and Eastern Fine Paper's energy-efficient technology at the mill's plant in Lincoln, ME. This technology was implemented with the help of a NICE<sup>3</sup> grant.
- The IOF is also promoting Maine DEP's Smart Production to IOF sectors.

## LEVERAGING OPPORTUNITIES

The Maine IOF has established itself as a clearinghouse, providing Maine industry with effective and efficient access to energy-related/environmental services and information. This includes opportunities through the University of Maine's new Applied Manufacturing Center and the University of Southern Maine's School of Applied Science, Engineering, and Technology.

In addition, the Maine IOF has broadened its outreach to various funding opportunities, such as the Maine Technology Institute (MTI). Companies receiving grant funding from MTI for energy and technology commercialization projects may leverage federal funding and vice versa.

The Maine IOF is also cultivating long-term relationships with the State Planning Office's utility programs and with Maine's utilities. Overall, the Maine IOF has established a presence in the state that will contribute to economic development and business services opportunities in the future.

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